

**Tropicana's Evolution in Inventory Planning Methodology:
Statistics, Theory and Real-World Applications**
Thursday, September 18 Professional Development Meeting
Guest Speakers: Tim Rowell, CPIM & Karen Stevens, CPIM

Inventory Planning at Tropicana is serious business. As a manufacturer of perishable consumer goods with high velocity and high volatility, Tropicana consistently delivers world-class performance across all key measurements -- service, inventory and cost. Historical planning practices were developed using heuristics, but over the past year, the supply chain team has done an extensive study of statistical methods. This presentation will explore the synthesis of theory and the real world. You will learn how to evaluate the key planning parameters used to develop target inventory levels, account for both demand and supply variability using two alternate methods, and differentiate and calculate separately the manufacturing safety stock and distribution safety stock for a co-located facility.

Tim Rowell, CPIM, is a manager within Tropicana's chilled supply chain organization responsible for production and distribution planning. In addition to the oversight of day-to-day scheduling activities, he is also responsible for managing major projects including organizational design and the development of advanced inventory planning methodology. Tim has been with Tropicana for over 6 years and has spoken at multiple industry conferences. He holds a BS in Mechanical Engineering from the University of Florida and an MBA from Carnegie Mellon GSIA with a concentration in production and operations management. Tim also received his APICS CPIM certification in August.

Karen Stevens, CPIM, is currently a Principal Engineer for Packaging in the Long Range Planning & Productivity department at Tropicana. She has been working for Tropicana for 3 years. In her previous job with Tropicana, she was a Supply Chain Master Planner responsible for master planning NFC products, as well as inventory planning, capacity planning and coordination of new product launches for the supply chain. Prior to being the Master Planner, she was a Senior Supply Planner responsible for buying and managing all of Tropicana's corrugate materials as well as plastic bottles, caps and labels. She has extensive experience in purchasing including preparation of bid packages, determination of suppliers and transition of business to new suppliers. Karen graduated from Georgia Tech with a Bachelor of Industrial Engineering degree with Highest Honors. She also graduated from Clemson University earning a Master's degree in Business Administration. She passed the FE exam earning her EIT certification in 1991 and earned her CPIM certification in 2002.

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CPIM designees will earn 1 point towards certification maintenance.

Registration starts at 5:30pm at the Rosedale Golf & Country Club in Bradenton. Dinner will be served at 6:00pm, with the presentation starting at approximately 6:45pm.

Reservations must be made by Tuesday, September 16 before 12 noon. Cost is \$15 for members, \$25 for non-members and \$10 for students. To reserve your spot, contact Troy Barnett at reservations@apicsgulf.org or (941) 744-1322. Cancellations must be received by 12 noon on Wednesday, September 17. Please note that no shows must be billed.

Directions to Rosedale Golf & Country Club can be found on Page 8.

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THE NAVIGATOR is published monthly by the Florida Gulf Coast Chapter of APICS -- The Educational Society for Resource Management. THE NAVIGATOR is sent each month to members of the APICS Florida Gulf Coast Chapter. Annual subscription is included in the APICS membership dues.

All material submitted for the October issue of THE NAVIGATOR is due by Wednesday, September 24. Please address all correspondence to:

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e-mail: jim.brooksher@tropicana.com

Officer's Corner

**Tina Jensen, CPIM
President**

Welcome to a New Year

Before we start our 2003-2004 year in September, I would like to highlight some of our chapter's successes from last year. We offered the entire series of CPIM review classes that helped at least four members earn their certifications. We also offered two Fundamentals classes, eight professional development meetings, two half-day seminars, and a monthly newsletter. Three of our meetings were held jointly with ISM and ASQ to give our members an opportunity to network with people from other professional organizations. I am pleased to announce that we earned a Gold Passport Award from Society for excellent chapter management. This is due to the efforts of our dedicated volunteers, and I would like to thank them for their hard work.

We're starting a new year and have added some new members to our Board. I am looking forward to working with Catherine Unger, CPIM from Tropicana, George Pastujov from Beall's Inc., and Troy Barnett from Ebeling Associates, Inc. Please welcome them as your new VP of Education, VP of Membership, and VP of Programs respectively. We are also now recruiting members to fill our Director's positions. If you would like to volunteer or have questions about the positions, please contact me or another Board member.

The new Board met over the summer to develop the strategic plan for the upcoming year. We're looking forward to another successful year. The goals and objectives agreed upon are:

Goals and Objectives for 2003 - 2004

1. Develop and implement a survey for current and potential members.
2. Develop a plan to deliver Fundamentals courses.
3. Develop a new marketing plan that addresses value, education, and partnerships with other professional organizations.
4. Plan and execute a one-day seminar.
5. Collaborate with Florida West Coast Chapter on one speaker.
6. Develop and execute a "personal touch" plan to contact members.
7. Promote student scholarship program.
8. Expand newspaper coverage of chapter activities.
9. Recruit members to fill Director positions.
10. Explore opportunities to implement a more extensive career service for members.

Please contact us **as soon as possible** if you would like to sign up for the Basics of Supply Chain Management review course starting September 8th. Our first professional development meeting of the year is September 18th at the Rosedale Golf & Country Club. Hope to see you there!

2002 - 2003 Award Recipients

The Florida Gulf Coast Chapter would like to recognize the following people for their outstanding contributions to our chapter's success during the 2002-2003 year.

Bill Farnum, CPIM and **Dominic Foord, CPIM** as **Outstanding Members of the Year**. Bill and Dominic, from Shaw Aero, attended our entire series of CPIM review courses and earned their certification by June 2003. They drove all the way from Naples to attend these classes and even a few of our professional development meetings. Now that's what we call dedication! Congratulations on your certifications!

Katrien Dolk-Etz, CPIM as **Outstanding Volunteer of the Year**. Katrien, from PGT Industries, served as our VP of Marketing and Publicity the past two years and spent countless hours of time putting together and mailing our monthly newsletters, upgrading and maintaining our website, sending monthly e-mail notices to members, and helping with many other projects. She has been an invaluable member on our Board, and we're pleased to have her serving as our Executive VP this year. Thank you for all of your hard work Katrien!

PGT Industries as **Outstanding Company of the Year**. PGT Industries, in Nokomis, was the most represented company in our classes and at our professional development meetings. They strongly encourage their employees to participate in continuous development and cover the costs of meetings, classes, seminars, and CPIM exams. They also provide a training room, equipment, and refreshments for our classes and a few of our meetings. We gratefully thank PGT Industries for their generous support of APICS and our chapter.

September CPIM Course

Basics of Supply Chain Management

Your local chapter is pleased to offer another year of CPIM review courses, beginning September 8th with the Basics of Supply Chain Management. This will mark the 3rd year that the chapter has been able to offer this service to its members. However, in order for the program to be self-sustaining, we need active participants in the classes. This means that we need at least 7 participants per class. **We need you!**

Note that the Basics class is an excellent overview for potential CPIM candidates of the foundations of Supply Chain Management. It also serves as a great springboard to the additional CPIM review courses. Time is short, so please contact the chapter or QMS to reserve your space in the next class!

CALENDAR OF EVENTS

BASICS OF SUPPLY CHAIN MANAGEMENT CPIM REVIEW COURSE

DATE MONDAYS, SEPTEMBER 8,15,22
PLACE PGT INDUSTRIES, NOKOMIS
TIME 8:00 AM - 5:00 PM
COST \$495 INCLUDING PARTICIPANT GUIDE
CONTACT JERRY KILTY, CPIM, CIRM (727) 725-7674
OR EMAIL CPIM@APICSGULF.ORG

SEPTEMBER PDM

DATE THURSDAY, SEPTEMBER 18
TOPIC TROPICANA'S EVOLUTION IN INVENTORY PLANNING METHODOLOGY
SPEAKERS TIM ROWELL, CPIM & KAREN STEVENS, CPIM
PLACE ROSEDALE GOLF & COUNTRY CLUB, BRADENTON
TIME 5:30PM REGISTRATION
COST \$15 FOR MEMBERS / \$25 FOR NON-MEMBERS
\$10 FOR STUDENTS
CONTACT TROY BARNETT, (941) 744-1322
OR EMAIL RESERVATIONS@APICSGULF.ORG

APICS INTERNATIONAL CONFERENCE & EXPOSITION

DATE OCTOBER 6 - OCTOBER 9
PLACE LAS VEGAS, NV
COST \$1,249 FOR MEMBERS / \$1,349 FOR NON-MEMBERS
\$99 FOR STUDENT MEMBERS
CONTACT APICS CUSTOMER SUPPORT
AT (800) 444-APICS (2742)
OR (703) 354-8851
(CREDIT CARD REGISTRATIONS ONLY.)
OR WEBSITE

WWW.APICS.ORG/CONF&EXPO/REGISTRATION/STEP1.ASP

OCTOBER PDM (JOINT MEETING WITH ISM)

DATE THURSDAY, OCTOBER 23
TOPIC THE CARE AND FEEDING OF A CONTINUOUS IMPROVEMENT INITIATIVE
SPEAKERS BILL DEJONGHE, MANAGER OF CONITNUOUS IMPROVEMENT - PALL AEROPOWER
PLACE PGT INDUSTRIES, NOKOMIS
TIME 5:30PM REGISTRATION
COST \$15 FOR MEMBERS / \$25 FOR NON-MEMBERS
\$10 FOR STUDENTS
CONTACT TROY BARNETT, (941) 744-1322
OR EMAIL RESERVATIONS@APICSGULF.ORG

APICS International Conference and Exposition

October 6 - October 9
Las Vegas, NV

The APICS conference is barely a month away. There is still time to register for the conference and for classes, seminars and tests. Recognizing that the society is predominantly an educational resource, below is a listing of some of the educational offerings during the conference. We encourage our membership to take advantage of the learning and networking opportunities afforded by the conference. We hope to see you there!

CPIM Tutorials

Four-hour tutorials fine-tune your previous CPIM learning and provide insight into what to expect on the exams. Advance registration is required.

- Basics of Supply Chain Management: Monday, October 6, 1:00 p.m. - 5:00 p.m.
- Master Planning of Resources: Tuesday, October 7, 8:00 a.m. - noon
- Detailed Scheduling and Planning: Tuesday, October 7, 1:00 p.m. - 5:00 p.m.
- Execution and Control of Operations: Wednesday, October 8, 8:00 a.m. - noon
- Strategic Management of Resources: Wednesday, October 8, 1:00 p.m. - 5:00 p.m.

CPIM and CIRM Testing

Paper-and-pencil examinations for all five CPIM modules and the first four CIRM modules will be offered on Thursday, October 9. Advance registration is required.

Morning Examinations (7:30 a.m. - 11:00 a.m.)

CPIM: Basics of Supply Chain Management, Detailed Scheduling and Planning, Execution and Control of Operations

CIRM: Identifying and Creating Demand, Designing Products and Processes

Afternoon Examinations (12:30 p.m. - 4:00 p.m.)

CPIM: Master Planning of Resources, Strategic Management of Resources

CIRM: Enterprise concepts and Fundamentals, Delivering Products and Services

Volunteer Leadership Workshop (VLW)

Las Vegas Hilton Hotel

Sunday, October 5, 1:00 p.m. - 6:00 p.m.

APICS members rely on the knowledge, experience, and commitment of hundreds of volunteer leaders whose strong chapter management skills provide the structure that supports a lifelong learning experience. VLW

- Provides training for current and potential chapter officers
- Combines one-hour skill-building sessions and two-hour interactive workshops
- Provides membership, marketing, communications, technology, and chapter administration tips.

Five chapter representatives may attend the conference at the discounted rate of \$799, with approval of the chapter president and/or chapter board. Attendance at VLW or IDW is required.

Instructor Development Workshop (IDW)

Las Vegas Hilton Hotel

Sunday, October 5, 1:00 p.m. - 6:00 p.m.

IDW is APICS' faculty lounge where instructors can share experiences and network. IDW is

- Designed for instructors who serve as chapter educational program leaders
- A chance to share strategies, tips, and techniques to strengthen instructional skills
- A forum to gain insight into APICS' newest courses.

Five chapter representatives may attend the conference at the discounted rate of \$799, with approval of the chapter president and/or chapter board. Attendance at VLW or IDW is required.

APICS Scholars Education Program

The APICS Educational and Research (E&R) Foundation offers undergraduate and graduate members of APICS student chapters an opportunity to explore careers in resource management, network with other students and APICS members; develop their organizational skills; and attend APICS educational events. This program is funded by donations from individuals, chapters, and regions.

Individual Membership Application

Priority Code: 00APP

Please complete all sections. Please print or type.

Today's date: ____/____/____

Questions? Call APICS Customer Service at (800) 44-APICS (2742) or (703) 354-8851.

3 WAYS TO APPLY FOR MEMBERSHIP

FAX: Send this form (front & back) to (703) 354-8556 with your credit card number.

PHONE: Call APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851, 8:30 a.m.—6:30 p.m., EST, Monday through Friday. Have your credit card ready.

MAIL: Return a completed application form by mail to:

APICS, Membership Dues
P.O. Box 75381
Baltimore, MD 21275

APICS USE ONLY
(DO NOT WRITE IN THIS SPACE)

BATCH #

CHECK AMOUNT \$

CHECK #

DUES AMOUNT \$

1. Member Information

APICS member or customer ID number? _____ CIRM CPIM CFPIM
Please print your legal name and address as they should appear on mail. Mr. Mrs. Ms. Miss

LAST NAME FIRST NAME MIDDLE INITIAL

Please check your preferred mailing address. Work Home

JOB TITLE COMPANY NAME

BUSINESS ADDRESS

CITY STATE/PROVINCE ZIP/POSTAL CODE COUNTRY

_() BUSINESS PHONE BUSINESS FAX

HOME ADDRESS

CITY STATE/PROVINCE ZIP/POSTAL CODE COUNTRY

_() HOME PHONE

Check here to exclude your name from rented or traded mailing lists. Telemarketing use of APICS mail lists by sources other than APICS is strictly prohibited.

The following information is requested for identification purposes only. This information is optional and will not be provided to any outside sources.

Female Male Date of Birth _____ Social Security Number _____

Please complete the demographics page (other side) and submit it with this application.

2. Society Dues (\$95.00 Plus Chapter Dues)

Society Dues* \$95.00

Place me in the [Florida Gulf Coast](#) chapter.

Chapter Dues \$35.00

Annual dues must include both Society and chapter dues.

(a) Total Membership Dues \$130.00

* A portion of your dues, a \$24 nondeductible value, supports your subscription to APICS – The Performance Advantage, and cannot be deducted from your dues amount.

SIG Membership

Check all SIGs you wish to join (SIG names and dues are subject to change).

Complex Industries (CI) Process Industries (PI) Small Manufacturing (SM) Constraints Management (CM)
 Remanufacturing (REMAN) Repetitive Manufacturing (RMG) Textile and Apparel (TA) Service (SVC)

(b) \$15 x _____ (no. of SIGs) = \$ _____

(c) I wish to join APICS for 1 year 2 years 3 years 4 years 5 years.

Total Dues (a + b) = \$ _____ x No. Years (c) = _____ = Total Amount \$ _____

3. Payment

Please submit payment in U.S. dollars only. Purchase orders are not accepted. APICS dues are not deductible as a charitable contribution for federal tax purposes, but may be deductible as a business expense. Please include member name and company name on check.

Check no. _____ is enclosed for \$ _____ (Checks must be made payable to APICS and drawn on a U.S. bank.)

Charge to: MasterCard VISA American Express Discover

ACCOUNT NO.

EXPIRATION DATE

APICS. Making Business Run Better

APICS - The Educational Society for Resource Management is a not-for-profit international educational organization respected throughout the world for its education and professional certification programs. With nearly 70,000 individual and corporate members in 20,000 companies worldwide, APICS is dedicated to using education to improve the business bottom line.

APICS is recognized globally as

- the source of knowledge and expertise for manufacturing and service industries across the entire supply chain - in such areas as materials management, information services, purchasing and quality.
- the leading provider of high-quality, cutting-edge educational programs that advance organizational success in a changing, competitive marketplace.
- a successful developer of two internationally recognized certification programs, Certified in Production and Inventory Management (CPIM) and Certified in Integrated Resource management (CIRM)
- a distribution center for hundreds of business management publications and educational materials.
- a source of solutions, support, and networking through local chapters, workshops, symposia, and the annual APICS International Conference and Exposition

Please provide the following demographic information by checking all of the square(s) applicable for each category.

4. Member Profile

a. Business Environment (Check one.)

- a. Manufacturing d. Academic
- b. Service e. Government
- c. Consulting

b. Industry Type of Your Division (Check all that apply.)

- a. Automotive n. Mining
- b. Aviation/Aerospace o. Transportation
- c. Communications p. Retail
- d. Defense q. Maintenance/Repair/Operations
- e. Distribution r. Metal Fabrication
- f. Education s. Pharm/Chemicals
- g. Electrical t. Plastics/Rubber
- h. Electronics u. Textile/Apparel
- i. Health Care/ Med. Devices v. Lumber/Paper
- j. Food/Beverages x. Software/Hardware
- k. Furniture y. Utilities
- l. Glass 1. Biotechnology
- m. Graphic Arts 2. Machinery
- z. Other _____

c. Industry Classification of Your Division (Check all that apply.)

- a. Job Shop e. Repetitive
- b. Process f. Discrete
- c. Remanufacturing g. Nonmanufacturing
- d. Assembly

d. Key Area of Responsibility (Check all that apply.)

- a. Distribution l. Quality/Service
- b. Inventory Control m. Human Resources
- c. Operations n. Mgmt. Info. Systems
- d. Materials Mgmt. o. Research & Development
- e. Engineering p. Training/Education
- f. Sales/Marketing q. Supply Chain
- g. Finance/Accounting r. Self-Employed
- h. Professional Services s. Planning/Scheduling
- i. Shipping/Receiving t. Forecasting
- j. Production Control u. Logistics
- k. Purchasing
- z. Other _____

e. Your role in Product Acquisition (Check all that apply.)

- a. Recommend d. Buy
- b. Specify e. None
- c. Authorize

f. Your Job Title/Function (Check one.)

- a. Senior Management (CEO/VP/General Mgr./Plant Mgr.)
- b. Department/Divisional Management (Materials Mgr./Operations Mgr./Director)
- c. Functional Management (Systems Analyst/Scheduler/Planner)
- d. Other Resource Management Professional

g. Number of Employees at Location (Check one.)

- a. Under 100 d. 500-999
- b. 100-249 e. 1,000+
- c. 250-499

h. Why Are You Joining APICS? (Check all that apply.)

- a. Networking
- b. Career enhancement/professional development
- c. Certification
- d. Recommended by _____
- e. Discounts on educational offerings
- f. Keeping up with industry developments
- g. APICS publications/magazines
- h. Chapter activities
- i. Recommended by employer
- j. All of the above.
- z. Other _____

i. Membership Involvement (Check all that apply.)

Please indicate the chapter activity in which you would like to participate.

- a. Education f. Seminars
- b. Publicity g. Treasurer
- c. Programs h. Secretary
- d. Membership i. Newsletter
- e. Employment

j. How many years have you been in the resource management field?

- 4 yrs. or less 5-8 yrs 9-14 yrs. 15+ yrs.

APICS does not currently participate in or contribute to any lobbying efforts.

Questions? Call APICS Customer Service at (800) 444-APICS (2742) or (703) 354-8851, 8:30am - 6:30pm EST Monday through Friday.

BOD Member Profile

Catherine Unger, CPIM - VP of Education

Certification: CPIM, 1999

Company: Tropicana

Job Title: Master Planner

Industry: Beverage

Areas of Expertise: Planning and Scheduling

Education: B.S. - Kutztown University, PA

Job Description: Key Supply Chain liaison for new product launches and new items. (Coordinates with forecasting, purchasing and production planning to implement commercialization (start ship). Responsible for creation of 12 week Master Plan for FC (from concentrate) items. The MP drives all detailed planning and scheduling activities. Generates capacity constraint analyses for all copack facilities and 3rd party storage locations.

Job Highlights: Enjoys the creative process of generating new projects and product initiatives and assisting in the commercialization process. Enjoys working with key members of cross functional commercialization teams (Marketing, Customer Service, Logistics, Demand Planning (forecasting), Production Scheduling and Purchasing). Created the Tropicana Master Plan for the phase out of empty glass production and glass filling production. Received the PepsiCo Chairman's Award (highest award given by PepsiCo) in 2003.

Job Opportunities

from APICS National Website

Job Title: Senior Procurement Specialist

Industry: Aerospace

Contact Info:

Smiths Aerospace

Clearwater, FL

FL-10364-AP@RESUMEPROS.NET

Visit our chapter website for other openings

www.apicsgulf.org

October PDM Speaker

Name: Bill Dejonghe

Company: Pall Aeropower

Job Title: Manager of Continuous Improvement

Industry: Aerospace

Areas of Expertise: Design and Project Engineer with over 22 Years of Experience, Implemented 55+ Kaizen Events, Six Sigma Blackbelt, Developed Six Sigma Greenbelt Training Curriculum (has been involved with 12 Blackbelt and 16 Greenbelt Projects)

Company Coordinators

ASO CORPORATION

Lee Stephens (941) 379-0300

EATON AEROSPACE

MARCUS TAYLOR (941) 751-7113

FLORIDA GULF COAST UNIVERSITY

ELIAS KIRCHE (941) 590-7325

FOX ELECTRONICS

Joe Denison (941) 693-0099

HONEYWELL

Melissa Little (941)360-6100

PGT INDUSTRIES

Jeff Cordes, CPIM
(941) 486-0100

TELEFLEX ELECTRONIC SYSTEMS

Carol Mosley (941) 907-1000

TROPICANA

Gene Griffin, CPIM
(941) 742-3250

Interested in learning more about APICS and what's happening in your local chapter? Contact your Company Coordinator! If your company isn't listed contact [George Pastujov](#), VP Membership, to find out how you can help.

A Company Coordinator promotes APICS within their own company by:

- Defining the benefits of membership.
- Explaining the certification programs.
- Circulating the monthly meeting announcement and offering to make the necessary reservations.
- Posting schedules of seminars, certification review courses and fundamentals classes.
- Leading by example and attending as many Professional Development meetings as possible.

Benefits of being a Company Coordinator:

- Earn 2 points/year towards CPIM maintenance.
- Professional growth by learning about all the programs that APICS Florida Gulf Coast has to offer and participating in those programs.
- Personal growth in helping your colleagues develop their professional skills.
- Recognition by your superiors as being a team player who wants to help the company grow and doesn't just show up at the job.



Florida Gulf Coast Chapter
 c/o Jim Brooksher, CPIM
 Tropicana Products, Inc.
 1001 13th Ave. East
 Bradenton, FL 34208

Looking for direction?

APICS
Florida Gulf Coast

THE NAVIGATOR

Volume 3, Issue 1 www.apicsgulf.org September 2003

Tropicana’s Evolution in Inventory Planning Methodology

LOCATION:	Rosedale Golf & Country Club, Bradenton	DATE:	September 18, 2003
SPEAKER:	Tim Rowell, CPIM & Karen Stevens, CPIM	TIME:	5:30pm Registration
COST:	\$15 members / \$25 non-members /		6:00pm Dinner
	\$10 students		6:45pm Presentation

Directions to the September PDM:

From Bradenton:

Take 301 Southeast. Turn left onto SR-70. Continue on SR-70 past I-75. Turn left onto 87th Street East (Rosedale development’s entrance - Note that a new traffic light has been installed at the entrance to Rosedale.) Follow the signs to the CC clubhouse.

From Naples:

Take I-75 north to Exit 217A (old 41A) SR-70. Turn right onto SR-70. Turn left onto 87th Street East (Rosedale development’s entrance - Note that a new traffic light has been installed at the entrance to Rosedale.) Follow the signs to the CC clubhouse.